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Nevada DECA, Inc. Board of Trustees Meeting

DATES: January 19, 2017 Minutes PLACE: Flamingo Las Vegas
2:30 PM – 4:30 PM

Board of Trustees Members in Attendance

- Snehal Bhakta, Clark County School District
- Katherine DeSimone, Clark County School District (via video)
- Kevin Camelo, Nevada DECA State Officer
- Maya Gupta, Nevada DECA State Officer
- Curtis Haley, Nevada DECA State Director (proxy for Executive Director Brycen Woodley)
- Alan Fulks, Retired
- Bonito Sahagun, Creative Collaboration
- Brock Taylor, DECA Advisor at Liberty High School & Board of Advisors Representative
- Johana Mendoza, UNLV Collegiate DECA
- Melissa Scott, M.A., Business and Marketing Consultant, Nevada Department of Education Educations Programs Professional (ex-officio)
- Gabe Silva, DECA Advisor at East CTA & Board of Advisors Representative

Board of Trustees Not in Attendance

- Nicole Mastrangelo, Co-Operate on Main
- Cariela Santana, The Smith Center for Performing Arts
- Christine Nelson, Director of Career, Technical, and Adult Education for the Nevada Department of Education (ex-officio, non-voting)
- Hazeer Razack, Wells Fargo

CALL TO ORDER

The Nevada DECA, Inc. Board of Trustees meeting was called to order at 2:38pm.

APPROVAL OF MINUTES

Decision: Melissa moved and it was seconded to approve the minutes from the September 2016 Board Meeting. The motion passed unanimously.

COMMITTEE UPDATES

FOUNDATION COMMITTEE

Discussion: Curtis delivered the update about the establishment of the Nevada DECA Foundation. He shared that the management team is in the process of setting up the Foundation investment and bank accounts and will have a more in-depth update at the May Board Meeting.



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PARTNERSHIP COMMITTEE

Discussion: Snehal gave a brief update for the Partnership Committee. State Officers will be visiting the monthly AMA meeting in Las Vegas to chat about DECA and make a pitch for event sponsorships and judge recruitment. Additionally, the judging flyer will be sent out to the AMA, AAF and AD2 marketing groups to promote the same

ADVISOR DEVELOPMENT COMMITTEE

Discussion: Melissa shared the update from the committee. \$8,000 in Sustainability Grants were awarded, and the committee was firm in only funding projects that met the ideals of the grant.

Curtis shared updates on the status of Sustainability Grant reports and an update on how many advisors participated in the Advisor Passport program.

Decision: The Board discussed whether BOT chapter advisors are eligible for Sustainability Grants. The advisor reps on the Board decided that they will recuse themselves from any decisions directly benefitting their chapter such as Sustainability Grants.

Discussion: Snehal asked whether chapters are purchasing renewable or consumable products with their grant money. Melissa clarified that many chapters are purchasing start-up inventory for new fundraisers to help them get started, but that projects like this won't be approved in the long-term. Membership and chapter t-shirts are also not funded with the grant. It was also taken into account if chapters had previously received grant funds.

Decision: Curtis shared the CCSD policy about chapter refunds for events; if a chapter receives CCSD funding for an event and the funds result in an overpayment, CCSD has directed Nevada DECA to apply the credit to a future event rather than remitting a check back to the chapter. The Board acknowledged agreed with the policy.

STATE OFFICER TEAM UPDATE

Discussion: Maya and Kevin shared the update from the State Officer Team. The team highlighted their accomplishments at WRLC in Seattle, in social media, membership recruitment, community service, the Chapter Leadership Council and other officer programs. 387 posts have been made on social media via Facebook, Twitter, and Instagram.

The CLC calls have also been helpful for addressing chapter concerns, in addition to a monthly report chronicling their activities this year. Maya shared that 20-30 people have been on each of the calls. Gabe shared that his officers truly feel like they know



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all of the Nevada DECA State Officers. Johana suggested that officers provide a moment on the call where chapters could pitch upcoming events.

Brock encouraged the stakeholders at the table to continue advocating for more funds to support student travel.

Nevada DECA's Western Region Vice President nominee Hayley Haas also introduced herself to the Board and thanked them for their support.

NEVADA DEPARTMENT OF EDUCATION UPDATE

Discussion: Melissa shared the NDE update. The department has a new head, Christine Nelson, who will be great for the organization.

Additionally, we received notification this week that Nevada is one of ten states to receive the New Skills for Youth Grant, a national initiative partnered with JP Morgan Chase Bank. \$2 million per year for the next three years will be used to develop career pathways programs. Programs of study will need to be aligned more directly with workforce needs. This has been happening previously, but it will be a stronger push. The initiative is putting CTE more in the limelight to deliver completers and students achieving college credit. The money won't directly impact CTSOs.

Brock asked whether there will be any support for study guides to help bring up grades. Melissa indicated that she would send teachers the list of standards to determine students' proficiency with them. She said she could also pass along resources from MBA Research to chapters.

Melissa shared that nationally there are conversations being held about how business and marketing education can better position themselves in a world with strong STEM emphasis. For example, emphasizing how business skills are necessary to run companies reliant on technical skills. Business and marketing education is currently disjointed, and there's a strong need to come together to speak with one voice.

Based on emails from the Governor, it looks like CTE funding will remain the same or even be increased in the next fiscal session, but it's unclear what CTSO funding levels will look like, but it looks likely that they'll remain at the same level.

COLLEGIATE DECA UPDATE

Discussion: Johana shared an update for UNLV Collegiate DECA. The Competition Academy in December was a huge success and raised more money than expected for the chapter. The Winter Officer Retreat was held and the chapter is on pace to meet their goals for the year. Snehal asked about attendance at the Academy, and Johana was uncertain about the growth in attendance of the chapter. Brock pointed out the concern with the scheduling of the event during Winter Break and



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encouraged them to look at alternative scheduling. Snehal shared that Finals in CCSD schools will be the last week before Winter Break starting next year, so the date will need to be adjusted. UNLV was praised for running an event smoothly.

Direction: The Board suggested that UNLV move the Competition Academy into January next year to increase the likelihood of student attendance.

Johana asked whether there will be funds available from Nevada DECA to support Collegiate DECA ICDC attendance. Curtis confirmed that \$2,500 are budgeted to support student travel to that event.

Direction: Melissa suggested that all three Collegiate programs in Nevada hold a virtual meeting to collaborate and find out the needs for each program.

MANAGEMENT TEAM UPDATE

Discussion: Curtis shared updates regarding SCDC and ICDC preparations. SCDC will have about the same number of attendees as last year. In order to help facilitate competitive events, the management team looked into providing temporary staff to cover all of the competitive event management duties to free up the advisors.

The Board asked questions regarding how the temps would impact written event facilitation and requested that during the first year, the temps work alongside the advisors to run the events before looking into full management in future years.

Decision: Curtis moved and it was seconded to approve funds to provide 30 temps to provide event support at SCDC, with advisors still being responsible for managing each competitive event with funding from the initiative coming from WRLC profits. The motion passed unanimously, with Gabe abstaining.

FINANCIAL REPORT REVIEW

Discussion: Curtis walked through the profit and loss, balance sheet, AP/AR reports and profit-and-loss statements for each individual event. The year ended with a positive net income for Nevada DECA based on strong conference attendance and some expected expenses which weren't paid out last year such as Chapter Support Liaison funds.

The meeting adjourned at 4:30pm.